



# J.S. Held LLC Company Background

J.S. Held is a leading consulting firm specializing in construction claims services, forensic architectural & engineering services, and environmental consulting services.

Our organization is built upon three fundamental pillars:

- 1. To provide high-quality technical expertise;
- 2. To deliver an unparalleled client experience; and
- 3. To be a catalyst for change in our industry.

#### Our Consulting & Engineering Services include:

- Construction Claims Services
- Property Damage Consulting
- **Builders Risk Consulting**
- Appraisals
- **Drone Services**
- Commercial Equipment Consulting Code Review
- MEP Consulting
- Construction Defect Consulting
- Project Scheduling & Planning
- Litigation Support Expert Witness Testimony
- - Origin & Cause Analysis
- Mold & Indoor Air Quality Consulting
- Environmental Assessment (IH)
- **Surety Claim Services**
- Construction Management
- Project Monitoring Roof Consulting & Roof Lab



# **Presenter Introductions**



Andrew Lonergan
Vice President – Construction
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# **Construction Risks**

Presented to:

**UCIP Risk Management Workshop** 

Presented by J.S. Held LLC

Andrew Lonergan
Vice President | Construction Advisory

October 23, 2019



# **Today's Learning Objectives**

- 1. What are the Risks
- 2. Shifting of Risk = Claims
- 3. Builders Risk Specifics
- 4. Documents
- 5. Claim Costs
- 6. Claimed Time

Q & A

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### Part 1

What Are the Risks

"Who is responsible?"



### **Construction Risks**

- Accidents
- Force Majeure
- Unforeseen Conditions / Errors & Omissions
- Contractor Delays or Defaults / Errors in the Work



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# **Construction Risk Response**

#### Accidents

 Builders Risk Claim- Time & Money for Multiple Parties

#### Force Majeure

 Excusable & Non-Compensable Change Order- Time to Contractor with no Money paid by Owner





# **Construction Risk Response**

Unforeseen Conditions / Errors & Omissions

 Excusable & Compensable Change Order – Time to Contractor & Money paid by Owner

Contractor Delays or Defaults / Errors in the Work

 Non-Excusable & Non-Compensable, No Change Order-No time or Money given by Owner, possible collection of LD's with proper Notice.



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Part 2

Shifting of Risk = Claims

"This is not what I signed up for...."



# Shifting of Risk = Claims

### Impossible to predict all types of claims

- Delays-Compensable & Non-Compensable
- Changes- Unforeseen, Disputed
- Manpower Issues
- Material Issues
- · Defective work
- Accidents

The Risk does not go away, it changes hands. Documentation helps prove Entitlement and support Damages



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# Conditions Which Can Lead to Time Impact Claims

- Extended period of performance (E.P.P.)
- Disruption (can lead to E.P.P.)
- Acceleration (can flow from disruption and (maybe) <u>lack</u> of E.P.P.)



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# **Delay Claim**

Impact to critical path (actually delayed project)

- There was timely and proper notice given
- Impact and delay was not concurrent with other impacts
- There is a link to damages claimed



Schedule Driven Analysis
(As-Plan vs As Built / TIA / But-For)

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### **Acceleration Claim**

Despite a delay, you must finish on time

- Owner/GC refusal to grant time extension
- Express or implied order of Owner/GC to perform to schedule
- Contractor/Sub efforts to speed up work resulting in extra costs
- Schedule Driven Analysis



# **Loss of Productivity Claims**

Project Conditions- We could not complete the work the way we intended to do it

- Environmental
- Sequencing changes
- Labor assignments
- Timing
- Related to "accelerated conditions" (trade stacking, concurrency, etc.)

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# **Methods for Loss of Productivity Claims**

LOP claims are made for activities where additional costs were incurred.

The process is often a <u>backing into the loss</u> Methods:

- Total Cost Method (TCM)
- Modified Total Cost (MTC)
- Estimate based upon causal factor impact MCAA
- Earned Value Analysis
  - Stand alone for discrete activities AND/OR
  - Substantiate MTC
- Measured Mile
  - Stand alone for discrete activities AND/OR
  - Substantiate MTC
  - Data Driven Analysis, Schedule Supported





### **Defenses are:**

- Notice and waiver
- Accord and Satisfaction
- Exculpatory and limiting clauses
- No causation shown correlation does not = causation
- No mitigation efforts
- Bid errors material errors?

No link between causal factors shown to be responsibility of other party and damages of claiming party

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### Part 3

Loss Basics & Coverage Issues –

"What do you mean I didn't buy that coverage?"



# Builder's Risk Is Unique

- Coverage is for properties in the course of construction or renovation
- Coverage Amount is based on a concept that may change during construction
- Any delays must be due to a covered cause of loss



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### Typical Coverage Issues – Is It Covered?

- Usually Covered Property intended to become a "permanent" part of the structure
- Potentially Covered Land and Water, but only to the extent that they are "consequentially" involved in the project such as excavations
- Usually Not Covered Equipment, materials, and systems used in the construction of the project which are temporary or can not be re-used:
   Formwork
  - Cranes & Equipment



# **Additional Coverage**



Policies will often provide extra expense and expediting expense coverage:

Extra Expense – costs associated with the impact of a loss on the contractors non loss related (base contract) work



Expediting Expense – Expediting base contract work (non loss related repairs) and/or Expediting loss related repairs

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# Time Element Coverage

Soft Cost Coverage for a "delay" caused by a covered cause of loss usually includes:

- Interest on Construction Financing
- Additional Real Estate Taxes
- Additional Marketing and Leasing Expenses
- Additional Architect and Engineering Costs
- Additional Administrative Costs
- Additional Legal and Accounting
- Deductible is typically a "waiting period"

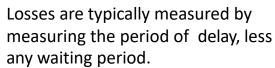




## Measuring Time Element Claims

Measurement requires determining two important dates:

- The date the project would have completed had no loss occurred.
- The amount of delay caused by the loss.





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# Time Element Coverage Trigger

- Coverage is only afforded if a covered loss results in a delay (must have physical damage).
- The "delay" is not measured by the time it would take to make repairs. Delay is the time the project completion is extended beyond the date it would have completed had the loss not occurred.
- The period of indemnity commences on the date that the project would have completed had no loss occurred therefore the "period of restoration" for physical damage and period of delay for time element losses "rarely" run concurrently.
- In other words: Period of Repair ≠ Period of Delay



# **Typical Disputes**

- Cost of repair labor, material, productivity, overhead, profit, and other fees
- What is P.D. versus Non-P.D. expense?
- Establishing the date the project would have completed had no loss occurred
- The period of loss related delay



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# Early Involvement in Loss Projects Allows Us to:

- Set expectations regarding delay analysis, document requirements, and the claim review
- Photograph the progress of the project at time of loss, which will allow us to determine if project was on schedule
- Document and reach mutual agreement on scope of loss, then allows us to track the progress of repairs
- Review potential for mitigation or acceleration (i.e. can we spend \$10,000 to save \$20,000?)



# Early Loss Project Inspection:

- Inspect loss related damage and areas, but also.....

Inspect non-loss related areas for:
-Status of overall project
-Progress of work in non-loss areas of the project
-Preparation for potential delay

claim



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#### Part 4

**Documents** 

"Why do you need all of this stuff?"



### Documents – Tell the story

#### **Proof of Actual Performance-**

- Daily Reports, Meeting Minutes, Correspondence, & Inspection Reports
- Contracts & Subcontracts
- Schedule and sequence- CPM, Pull Mtgs, 3-Week LA
  - Are they accurate?
- Pay Applications, Estimates (Unit prices, Labor productivity, Detailed take-offs)

We use these documents to put together the status of the project in order to validate or dispute the claim.

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#### Documents - Cost Verification

#### Proof of Damages

- Detailed Job Cost Transaction Report- Coding is critical
- General conditions
- Payroll information: Lost Production = Actual Costs Spent
- Change Orders- Accord & Satisfaction/ Double Dipping

We use these documents to verify Overhead and Profit Markups, Staff/Personnel Rates, Values of Work, Unit Prices Labor Rates, Material Cost, Equipment Costs.



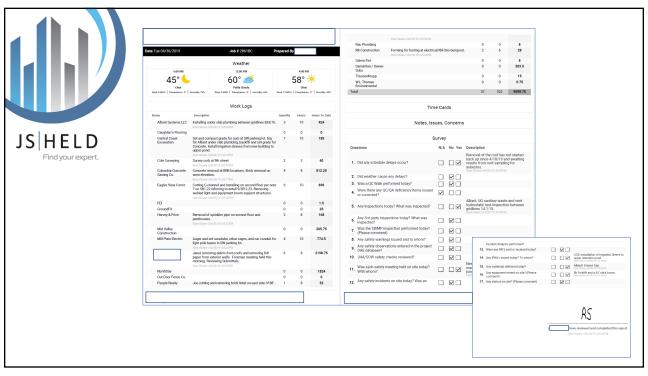
# **Daily Construction Reports**



- Knowledgeable person (sign)...contemporaneous
- Describe what happened, where, with whom
- Describe what it was like (environmental conditions as well as general work conditions for each area)
- Describe what was supposed to happen and could not
- Impacts to certain activities
- Identify why an activity that was started but not worked on (and possibly why)
- Changed or possible changes worked on with all of the above described



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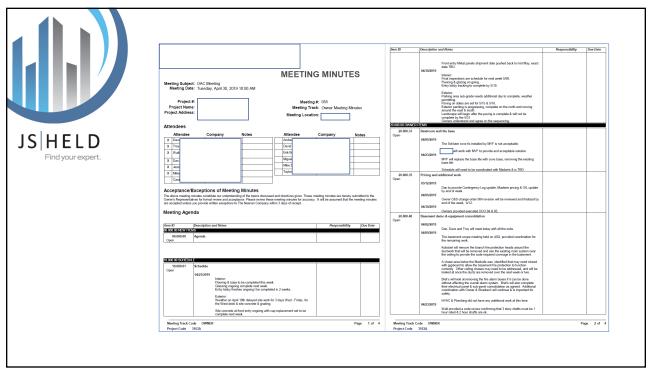


# **Meeting Minutes**

- Prompt preparation and review; respond back in writing if any misunderstandings
- Use other documentation tools (logs and schedules) to run meetings and document meeting proceedings
- Identify action requirement (who and date) and why
- Keep factual
- Use as notice but don't rely upon too heavily for cost or time events
- Request knowledge of Impacts or Disruptions



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# Correspondence

- What counts as Correspondence?
  - Letters, Email, Text, Photos, Spreadsheets
- Establish outgoing protocol and ingoing protocol (by or to whom, what, filing, dating, <u>numbering</u>, etc.)
- If NOTICE, understand technical requirements
- Short and to the point

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# Correspondence

- Clear & Simple
- Specific
- Timely
- Consistent with contract requirements
  - Be aware of contract terms
- Don't Sound like a lawyer
- Objective & Factual Keep emotions out
- How will it read 3 years from now?
- Solution Focused-Proactive
- Close the loop Don't leave anything hanging!



JS HELD

# **Project Schedule Basics**

#### Pr

#### Project Schedule:

 The plan for construction of the project which is typically created by the construction manager or general contractor, and which depicts the sequence and duration of construction activities, typically in Bar Chart or "Gantt" chart format

#### Critical Path:

• The longest continuous chain of activities which establishes the minimum overall project duration

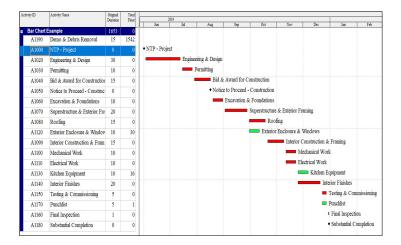
#### Total Float:

• The amount of time that an activity can be delayed from its early start date without delaying the project finish date

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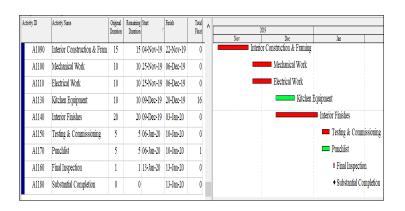


# Bar Chart ("Gantt" Chart) & Critical Path





# **Activity Float**



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# **Basics of Scheduling**

- A project schedule should represent the contractors plan to successfully achieve the project goals, i.e. complete the project "on time and on budget"
- Contractors will typically update the schedule at least monthly;
- Schedules include "logic" relationships between the work activities in order to reflect the sequence of work



# **Basics of Scheduling**

Contractors are expected to re-sequence activities to overcome or at least minimize delays from events such as losses that can arise on any construction project.

But... Stuff Happens... So...

Contractors typically:

- · Adequately plan the project
- Execute the plan
- · Monitor the plan
- · Adjust the plan for actual conditions
- · Re-plan the plan



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# How Schedules Are Developed

- List of activities that can be measured
- Durations are calculated, not guessed:

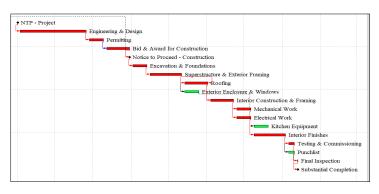
<u>QUANTITY</u> = DURATION PRODUCTIVITY

Logical sequence of activities –
 Predecessors & Successors



# Activities & Logic

Each activity in the schedule is connected by logic ties called Predecessors and Successors:



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# **Document Review**

"That's a lot to keep up with."



### Impact/Change Events

- · Have a system of documentation collection
- Require and follow through with <u>notice requirements</u>
- Collect as much data regarding labor, equipment and materials
- Be aware of and sensitive to contractors documentation (external and internal) and notice of [potential] change events
- Track Contractors & Subcontractors Labor and Performance
- Keep logs and use in meetings
- Reference in OAC reports

Create an Issue File

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# **Types Of Documents**

- Bid Docs/ Estimates
- Construction schedules
- Submittal/Procurement schedule/log
- Contract Documents
- · Meeting Minutes
- Daily Construction Reports
- Correspondence
- Important "milestone" events
- Change event documents
- RFIs and logs
- Supplier Material Logs

- Coordination drawings
- Photographs & Video
- Project Close-out documents
  - · Punch lists
- Inspection/QA-QC Documentation
  - Engineer/Architect Field Report
  - Non-conformance Log and Reports
- Job Cost Reports
- Payment Applications
- Sub Contracts & Proposals



#### Part 5

### **Claimed Costs**

"How much is all this going to cost, and who's paying for it?"

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## Valuation Issues

Builders Risk v Non-Insured Claim

#### **Builders Risk**

- Coverage is usually at replacement cost
  Amount is usually determined from either original estimates or contracts
  Overhead & Profit (Markups) Per contract terms or what is "Reasonable"?
- Markup definition What's included and what isn't (jobsite overhead, home office overhead, insurance, bonds, etc.,)

#### Non-Insured Claim

• What can be proven to be necessary and reasonable



# Delay Costs and Extended General Conditions (GC's)

**Builders Risk & Non-Insured Claim** 

- Only paid if a critical path delay
- What additional costs were incurred due to the loss/impact.....and what costs weren't?
- What was rate of GC expenditure at time of loss/impact (verify with pay apps or job cost documents)
- Historical/Pre-Loss/impact basis for Extended GC's – verify with pre-loss time extension change orders, contract terms



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# Extended General Conditions (GC's)

Row Labels	<b>Grand Total</b>	Non-Labor Subtotal	Non-Mgt Labor Only Subtotal		
01-013 Misc Office Supplies	\$2,375.93	\$2,375.93			
01-019 Temp Heat	\$31,154.12	\$31,154.12			
01-020 Trucking/Mileage	\$15,156.12	\$15,156.12			
01-021 Cell Phone/Internet	\$8,097.67	\$8,097.67			
01-023 Small Tools	\$12,372.80	\$12,372.80			
01-030 Rent Adjacent Lot	\$37,240.34	\$37,240.34			
01-500 Temp Utilities	\$59,622.47	\$59,622.47			
01-520 Job Office	\$18,541.10	\$18,541.10			
01-521 Storage Unites	\$0.00	\$0.00			
01-540 Safety/OSHA	\$17,476.63	\$17,476.63			
01-561 Dumpsters	\$0.00	\$0.00			
01-562 Portable Toilets	\$33,994.49	\$33,994.49			
01-920 Site Labor (Reduced by \$7000 from CO#5)	\$103,586.16		\$103,586.16		
01-930 Misc GC Items (\$2,500/mo Allow)	\$65,000.00	\$65,000.00			
Refund of Temp Heat-Amerigas	-\$1,545.90	-\$1,545.90			
Grand Total	\$403,071.93	\$299,485.77	\$103,586.16		
Start thru Jan 2019 (6/1/16-7/24/18=784 cd)		784	784		
Sub-Total Daily Rate GC's		\$382.00	\$132.13		
Total Daily Rate GC's			\$514.12		
Daily Rate GC's			\$514.12		
Avg. Rate for Staff Labor During Impact Period			\$1,910.22		



# Claim Cost Analysis and Issues

- Delay costs disguised as direct repair costs
- Acceleration/overtime for base contract work Premium Time only
- •Lack of documentation provided or maintained
- Inefficiency/Lost Productivity Claims
  - Difficult to prove and substantiate
  - Supporting Documents actual productivities ("Measured Mile")



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### Calculation of Labor Cost

Taxes & Sum Prod.																
Month	Production Period		Wages	В	enefits		Fees	1	Total Labor	Period	Start	Finish	CD	;	CD	\$/MO
Jun-16 I	Earthwork & Concrete	\$	12,263.10	\$	2,087.99	\$	769.68	\$	15,120.77							
Jul-16	Earthwork & Concrete	\$	10,263.10	\$	1,911.28	\$	581.30	\$	12,755.68							
Aug-16 I	Earthwork & Concrete	\$	14,193.10	\$	2,588.86	\$	682.48	\$	17,464.44							
Sep-16	Earthwork & Concrete	\$	25,174.05	\$	1,899.48	\$	2,099.93	\$	29,173.46							
Oct-16	Earthwork & Concrete	\$	29,802.96	\$	5,735.23	\$	1,862.46	\$	37,400.65							
Nov-16	Earthwork & Concrete	\$	34,071.21	\$	4,773.20	\$	1,803.40	\$	40,647.81		Average R	ate During Ea	rthwork	& Co	ncrete	
Dec-16	Earthwork & Concrete	\$	32,703.21	\$	5,619.22	\$	1,922.08	\$	40,244.51	192,807.32	6/1/2016	12/31/2016	214	\$	900.97	\$ 27,407.47
Jan-17 I	Production Construction	\$	34,825.35	\$	4,501.49	\$	3,000.15	\$	42,326.99							
Feb-17 I	Production Construction	\$	36,333.24	\$	5,997.60	\$	2,352.12	\$	44,682.96							
Mar-17 I	Production Construction	\$	56,517.86	\$	6,997.07	\$	5,379.97	\$	68,894.90							
Apr-17 I	Production Construction	\$	38,457.49	\$	6,030.77	\$	2,158.75	\$	46,647.01							
May-17 I	Production Construction	\$	37,638.12	\$	5,555.37	\$	2,295.79	\$	45,489.28							
Jun-17 I	Production Construction	\$	41,667.49	\$	6,365.33	\$	2,548.39	\$	50,581.21							
Jul-17 I	Production Construction	\$	33,899.62	\$	4,820.80	\$	2,533.54	\$	41,253.96							
Aug-17 I	Production Construction	\$	34,614.74	\$	5,332.10	\$	2,067.43	\$	42,014.27							
Sep-17	Production Construction	\$	48,229.36	\$	7,429.31	\$	2,880.60	\$	58,539.27							
Oct-17	Production Construction	\$	32,843.99	\$	4,952.60	\$	2,090.30	\$	39,886.89							
Nov-17 I	Production Construction	\$	38,206.12	\$	5,762.56	\$	2,432.17	\$	46,400.85							
Dec-17	Production Construction	\$	38,622.49	\$	5,532.48	\$	2,981.43	\$	47,136.40		Average	Rate During	Period	of In	npact	
Jan-18 I	Production Construction	\$	42,810.39	\$	6,470.47	\$	3,552.56	ŝ	52,833.42	529,714.53	12/1/2017	8/30/2018	273	\$ 1,	940.35	\$ 59,025.33
Feb-18 I	Production Construction	s	44.418.54	s	6.869.43	s	3.362.92	ŝ	54,650.89	-8.225.00	Reduction fo	r Direct Cost (	(CO#5)			
Mar-18 I	Production Construction	\$	67,261.56	s	9,060.58	\$	5,491.60	s	81,813.74	521,489.53				\$ 1,	910.22	\$ 58,108.83
Apr-18 I	Production Construction	\$	48,235,37	s	10,469.72	s	4.392.32	s	63,097.41							
	Production Construction	Ś	45,735,04	Ś	9,525,16	s	4.356.40		59,616.60							
Jun-18 I	Production Construction	Ś	47,707,29	s	6.067.80	s	3,419,41	Ś	57.194.50							
Jul-18 I	Production Construction	s	50,161.29	s	6,624.54	\$	3,674.15	s	60,459.98							
Aug-18	Production Construction	\$	44,557.18	\$	5,086.48	\$	3,267.93	\$	52,911.59		Average	Rate During I	Producti	on Pe	eriod	
Sep-18	Production Construction	Ś	5.000.00	s	4.361.49	s	2.237.72	Ś	11.599.21	1.068.031.33	1/1/2017	9/30/2018	638	\$ 1	.674.03	\$ 50,924,00
	Closeout	s	5.000.00	ś		s	383.08		6.014.54	, ,		e Rate During				. ,
	Closeout	s	5,000.00	ŝ		ŝ	368.13		6,060.95	12,075.49	10/1/2018		123			\$ 2,986.47
	Avg	\$ 3	34,540.44	\$ 5	5,325.09	\$	2,564.94	ŝ	42,430.47			e Daily Rate				
	TH							٠.	1,272,914.14		-					



#### Part 6

# Time Element Analysis

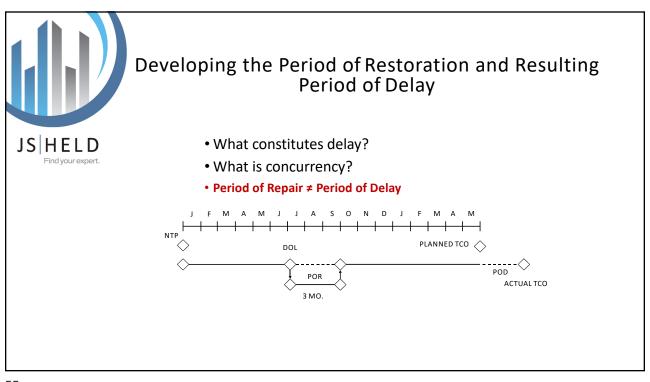
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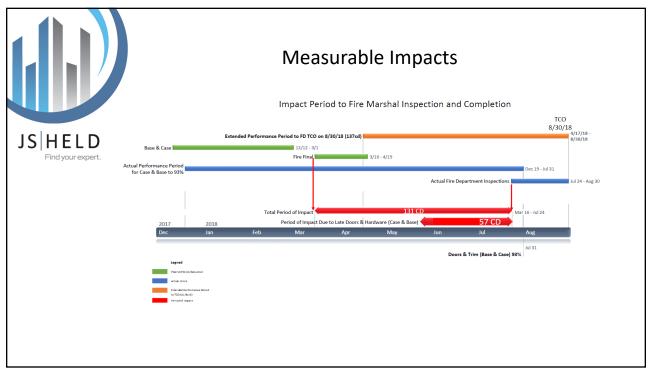
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# Analyzing a Schedule

- PDF schedules vs. electronic schedules "We need native files!!!"
- Month-to-Month progress and completion date
- Logical and Reasonable Critical Path
- Activities with Constraints
- Activities without Predecessors & Successors
- Planned vs Actual activity durations
- Owner change orders affecting the schedule







# **Takeaways**

- Risks do not go away- transferred between parties.
- Claims arise when one party believes it was required to bear the results of a risk it did not agree to accept.
- Claims come in many "flavors"- understand them and how to defend against them.
- Action and Documentation help tell the story and identify the responsible parties.
- Contract requirements help tighten the proof necessary to prove a claim.

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### **Questions and Discussion**





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